

Insignia Wrap

Powered by BT Wrap

Insignia Wrap

Investor Short Guide

Dated 15 October 2018

Purpose of the Investor Short Guide

This Investor Short Guide is the Investor Guide for Wrap and should assist you to make an investment decision by:

- giving you a clear overview of the Wrap service and how it works
- explaining how you can benefit from it and
- giving you an understanding of what's available to you and where you can go to find more assistance and information.

Documents you should read

Investor Short Guide This document – please read this for a clear overview of Wrap.

Additional Information and Terms Booklet

- On our website: investmentwrap.com.au/insignia
- OR
- A hard copy can be obtained from your adviser.

Please read this for more detailed information on how to use Wrap and important terms and conditions.

Updates to this Investor Guide

Information in this Investor Guide is subject to change. The latest version of this Investor Guide is available at investorwrap.com.au. Information that is not materially adverse may be communicated via a notice to your adviser or by updating the online service investorwrap.com.au. You can obtain the updated information at any time by visiting investorwrap.com.au or contacting your adviser, who can provide you with a copy of any updated information free of charge.

Additional Information and Terms Booklet

In addition to reading this Investor Guide you should read the Additional Information and Terms Booklet available on our website investorwrap.com.au/insignia and also available free of charge from your adviser. This provides additional information in relation to how to use Wrap and other important information. This document also contains the terms of the CHES Sponsorship Agreement and terms and conditions that form part of your contract with the Administrator.

About the Administrator

BT Portfolio Services Ltd ABN 73 095 055 208 operates and administers Insignia Wrap (Wrap). Throughout this Investor Guide, BT Portfolio Services Ltd is referred to as 'the Administrator'. The Administrator issues this Investor Guide in Australia and is responsible for the transaction, administration and technology functions of Wrap. The Administrator also acts as custodian for Wrap and holds the managed funds, cash and listed securities held as custodial holdings for you. The Administrator provides you with Clearing House Electronic Sub-Register System (CHES) sponsorship if you wish to trade listed securities in your own name.

The Administrator is a subsidiary of Westpac Banking Corporation (Westpac) ABN 33 007 457 141. Apart from any interest investors may have in underlying bank accounts held at Westpac through their Cash Account, in other Westpac deposit products, or in Westpac securities acquired using Wrap, an investment in, or acquired using Wrap is not an investment in, deposit with or any other liability of Westpac or any other company in the Westpac Group. These investments are subject to investment risk, including possible delays in repayment of withdrawal proceeds and loss of income and principal invested. Neither Westpac nor any other company in the Westpac Group stands behind or otherwise guarantees the capital value or investment performance of any investments in, or acquired through, Wrap.

About the Distributor

Financial Acuity Limited (the Distributor) ABN 50 095 662 632 is part of the IOOF group of companies. The Distributor's role is limited to the distribution of Wrap to investors through holders of an Australian Financial Services Licence. The Distributor is not authorised to provide financial advice to those investors in relation to Wrap, and is not authorised to act for or on behalf of the Administrator and as such cannot legally bind the Administrator.

Eligibility

Wrap is only available to investors who receive this Investor Guide in Australia and either (i) are Australian residents or (ii) appoint an Australian resident attorney to act on their behalf in relation to their Wrap account. You must have a relationship with an authorised adviser in order to start using Wrap. If the relationship ends, the terms and conditions applicable to your account may change, including being charged higher fees. Refer to 'What will happen if you no longer have an authorised adviser?' in the 'Fees and costs' section of this Investor Guide for more information.

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Australian Financial Services Licences

The Australian Financial Services Licence (AFSL) numbers of the AFSL holders identified in this Investor Short Guide are as set out in the table below.

AFSL Holder	AFSL number
BT Portfolio Services Ltd	233715
Westpac Banking Corporation	233714
Financial Acuity Limited	233760

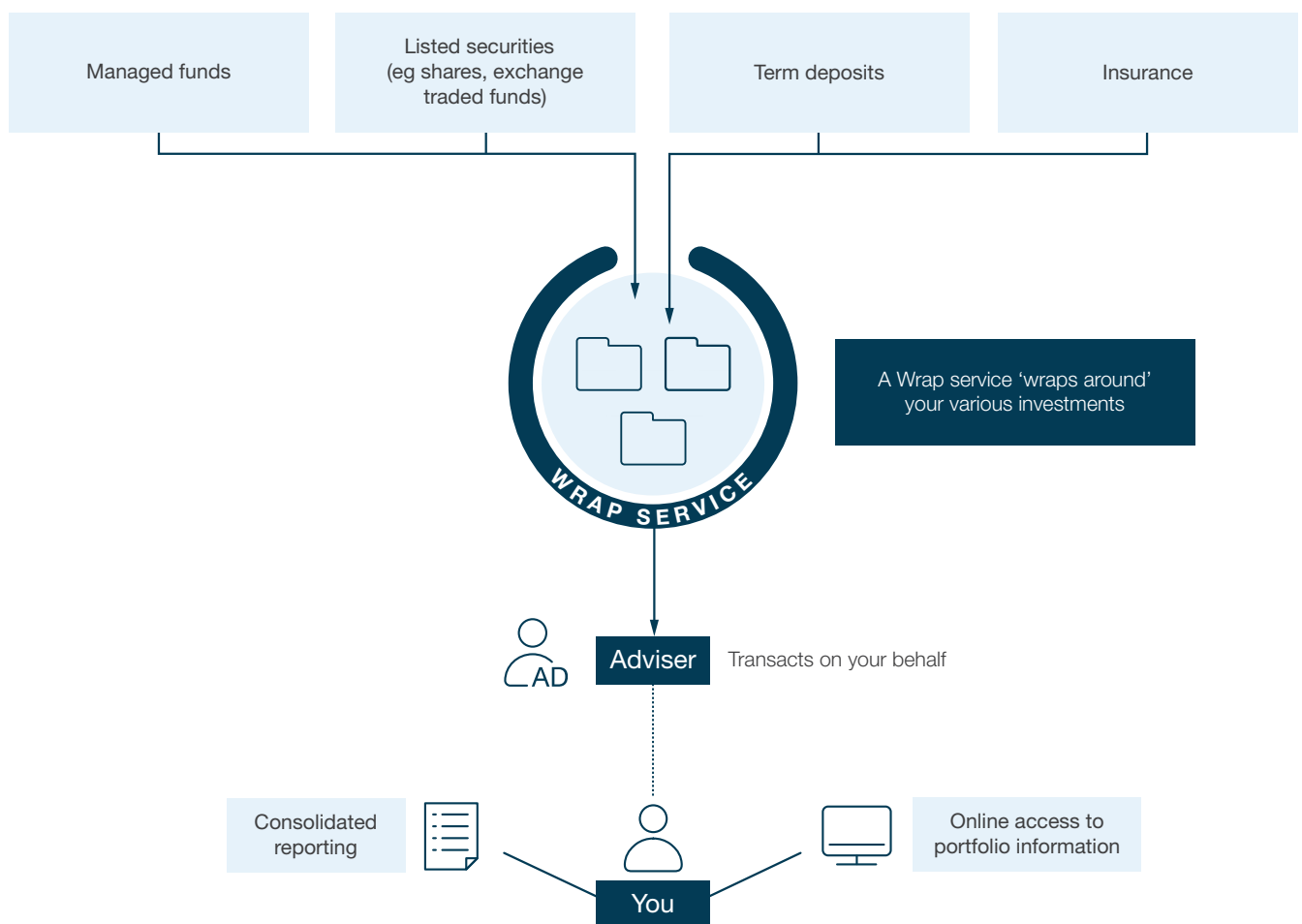
Investment in Wrap

Wrap is an investment service operated under the Investor Directed Portfolio Service Class Order [C/O 13/763] issued by the Australian Securities and Investments Commission (ASIC). ASIC is not responsible for Wrap.

The provision of the Investor Guide, the Additional Information and Terms Booklet, and the Available Managed Funds List should not be taken as the giving of investment advice by the Administrator in relation to investments that may be acquired through Wrap. The Investor Guide has been prepared without taking account of your objectives, financial situation or needs. You should consider the appropriateness of Wrap in regard to your objectives, financial situation and needs.

What is Wrap?

Wrap is a way of managing a diverse range of investments through a single point of access. Instead of having to keep track of all your investments separately, you can have them all located in one place – this can save you time, money and lots of extra paperwork.



Who plays a part in Wrap?

You



- You make the choices about which investments to include in your Wrap portfolio in conjunction with your adviser.
 - You can monitor the performance of your Wrap portfolio online and issue instructions through your adviser to make any change to your Wrap portfolio.
-

The Administrator



- The Administrator operates and administers Wrap for you and your adviser, maintaining the underlying systems and working with your adviser to deliver associated services.
 - The Administrator acts as custodian of your Wrap account and holds your cash, managed funds, term deposits and, in some cases, listed securities on your behalf.
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Your adviser

We recommend that you speak to your adviser before making any investment decisions.



- Your adviser will help you develop a personalised investment strategy and may advise you about making changes to your portfolio over time.
 - Based on your instructions, your adviser will direct the Administrator to buy, sell or transfer investments into or out of your portfolio. You may provide your adviser with authority to direct the Administrator without seeking your specific instructions.
 - Your adviser will monitor the performance of your investments and may provide you with regular status reports.
 - Please also refer to 'What will happen if you no longer have an authorised adviser?' in the 'Fees and costs' section of this Investor Guide for more information.
-

Fund managers



Fund managers are responsible for the investment management and administration of specific managed funds you choose to invest in.

What are the top 5 benefits of using a Wrap service?

Ultimately, your adviser does all the hard work of developing your investment strategy and instructing the Administrator to undertake actions for you. Wrap helps make this job easier and more efficient by providing a central platform from which your adviser is able to monitor your entire investment portfolio. Here we highlight the top 5 benefits to you.

1

Wide range of investments and features

Wrap offers you a single point of access to a wide range of investments – over 580 managed funds, term deposits and ASX listed securities, including shares, exchange traded funds, hybrid securities and CHESS depositary interests. In addition, you can access a suite of comprehensive insurance benefits and options and other wealth products through Wrap. Certain listed securities and features are not available through Wrap. Please refer to 'Important information on restricted assets and features' in the 'What can you do with Wrap?' section of this Investor Guide for more information.

2

Consolidated reporting and 24/7 access to your Wrap account information

Wrap combines all of your investment information and presents you with quarterly reports, annual tax statements, PAYG reports, portfolio valuations and cash statements. You can view your portfolio online at any time and, by providing your email address when completing the Investor Registration Form, you can receive your regular statements online as soon as they become available.

3

Cost savings

Wrap gives you access to a wide range of wholesale managed funds with management fees that are generally significantly lower than if you invest directly in retail funds. Wrap allows your adviser to actively monitor your investments and conduct transactions through one technology platform. The savings in administration time may result in less cost for you and allows your adviser to spend more valuable time developing your investment strategy. And with the consolidated annual tax report Wrap generates, you may see a reduction in your accounting fees.

4

Personal tailoring with a flexible platform

Wrap makes it easy to construct and monitor a diversified investment portfolio. Features such as the regular deposit plan and rebalancing options allow you to implement a customised investment strategy which you can change over time. You can also access your money if you need it. Wrap is ideal for a wide range of investors and may provide substantial advantages for self-managed super funds. In addition, Wrap allows you to monitor and take control of the tax outcomes of your investment strategy.

5

Ease in transferring your existing investments into Wrap

If you have existing investments, you can take full advantage of the benefits of a single platform and consolidated reporting by moving them all into your Wrap portfolio (where those investments are available through Wrap). Depending on your circumstances, you may not realise capital gains or incur stamp duty when transferring. You can discuss this with your adviser.

What are the main Wrap features?

Investments

Managed funds Access to over 580 managed funds.

Listed securities Access to ASX listed securities¹ including:

- direct shares
- listed property/investment trusts
- listed debt securities
- listed options
- exchange traded funds (ETFs)
- exchange traded commodities (ETCs)
- CHESS depository interests (CDIs).

Term deposits Access to term deposits offering competitive interest rates and a wide range of terms.

Cash Account Used to settle your transactions and pays interest.

Protection options

Insurance A range of insurance benefits and options are available.

Tailored portfolio options

Switching Switch between your managed funds at any time.

Preferred Portfolio facility Option to establish a Preferred Portfolio facility which allows you to maintain a pre-determined managed fund investment strategy through regular rebalancing.

Portfolio Service facility The Portfolio Service facility allows for rebalancing of your investments in cash, managed funds and listed securities in accordance with your pre-determined investment strategy.

Tax tools Option to change the sale allocation method at any time to meet your specific tax needs.

Easy transaction options

Nominated external bank account Flexibility to link external bank accounts to your Cash Account for easy transfer of funds into and out of Wrap.

One-off direct debit Enables you to deposit funds from your nominated external bank account into your Cash Account or have other institutions or third parties draw payments from your Cash Account.

BPAY^{®2} Enables you to make initial and additional deposits into your Cash Account using BPAY.

Cheque book Enables you to access funds from your Cash Account.

Deposit book Enables you to deposit funds into your Cash Account.

® Registered to BPAY Pty Limited ABN 69 079 137 518.

1 Certain listed securities are not available through Wrap. Please refer to 'Important information on restricted assets and features' in the 'What can you do with Wrap?' section of this Investor Guide for more information.

2 Applications by BPAY will generally not be processed until the next business day following the BPAY transaction request, provided that the request is made before your bank's cut-off time. Your bank can provide detailed terms and conditions in relation to BPAY to you.

Benefits and features

Regular transaction plans

Regular deposit plan	Enables you to regularly deposit funds from your nominated external bank account into your Cash Account.
Regular investment plan	Enables you to regularly invest funds from your Cash Account into your choice of managed funds.
Regular withdrawal plan	Enables you to regularly withdraw funds from your Cash Account to your nominated external bank account.

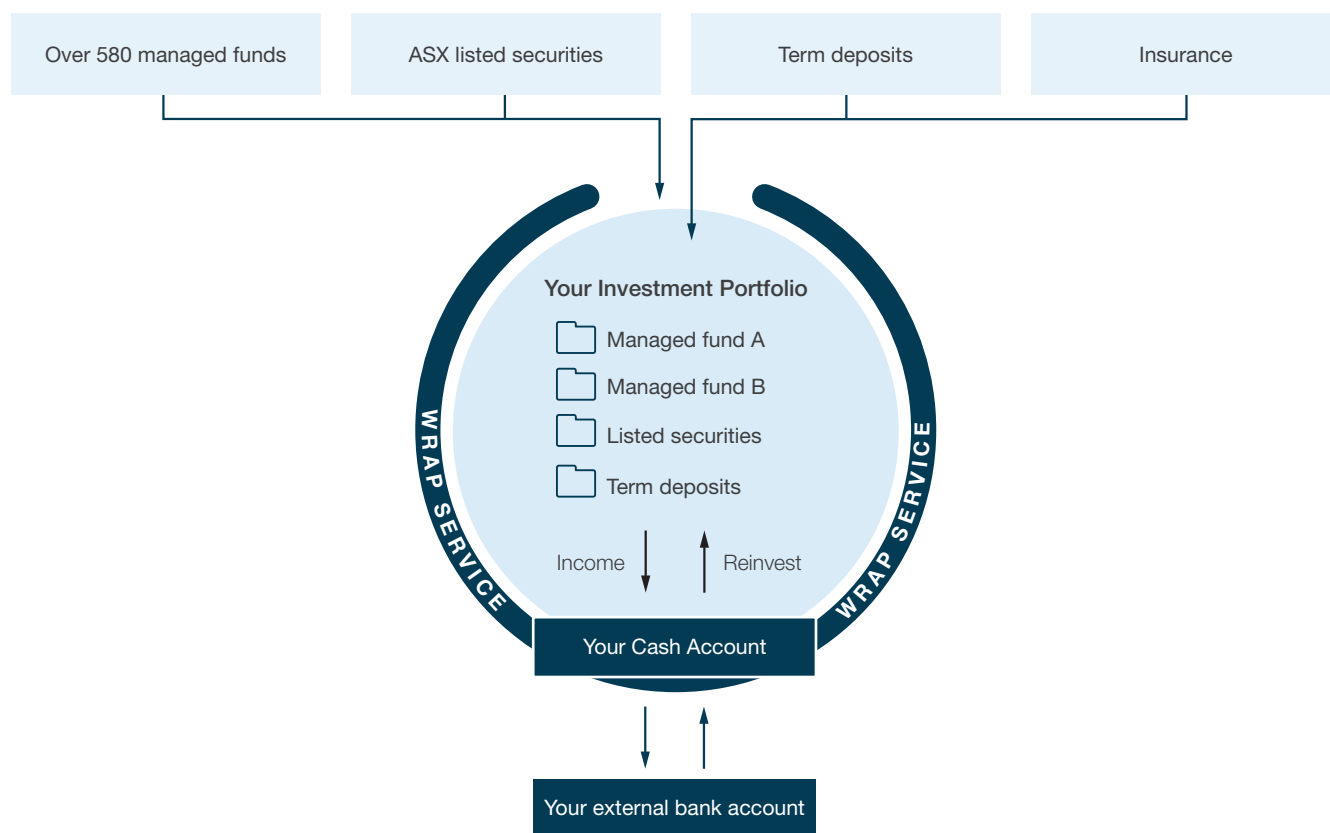
Investment minimums

Minimum initial investment	\$50,000
Minimum additional investment or switch	No minimums.
Minimum balance per managed fund	No minimums.
Minimum Cash Account balance	\$2,500 Under your Wrap contract with the Administrator, you authorise the Administrator to sell investments in certain circumstances to maintain the minimum Cash Account balance.
Minimum withdrawal	No minimum for withdrawals from your Cash Account.

Services provided

Consolidated reporting and eStatements	You will receive quarterly and annual consolidated reporting summarising your Wrap account activity. You will also receive a consolidated tax report soon after the end of the financial year. If you provide your email address when completing the Investor Registration Form, there's no need to wait for statements to arrive in the mail. Instead you will receive email notification as soon as they are available online.
Internet access	Information on your Wrap account is available 24 hours a day, 7 days a week by visiting investorwrap.com.au .
Custodial holdings option	You can take up this option for your listed securities and the Administrator will manage all the share registry paperwork for you.
Off market transfers	You can transfer your existing investments into your Wrap portfolio (where those investments are available through Wrap). Depending on your circumstances, you may not realise capital gains or incur stamp duty when transferring. You can discuss this with your adviser.

What can you do with Wrap?



1. Invest in a wide range of investments

Managed funds

Through Wrap you have access to over 580 managed funds, encompassing most of Australia's leading fund managers. Your choice includes:

- diversified funds (eg growth, balanced)
- sector funds (eg Australian and international shares)
- specialist funds (eg alternative).

It is important to note that Capital Protection is not available through Wrap.¹

Listed securities

Wrap allows you to select any ASX listed CHESS sponsored security including:

- direct shares
- listed property/investment trusts
- listed debt securities
- listed options
- exchange traded funds (ETFs)
- exchange traded commodities (ETCs)
- CHESS depository interests (CDIs).

It is important to note that the following listed securities are not available through Wrap¹:

- warrants
- exchange traded options
- listed treasury bonds
- ordinary shares – employee preference shares
- derivatives (index, interest rate, grains or energy).

The Administrator can hold your listed securities for you in the same way that it holds managed funds. Listed securities held in this way are referred to as 'custodial holdings'. Alternatively, you may hold your listed securities in your own name as 'sponsored holdings'. To do this, you must appoint the Administrator to sponsor you on CHESS.

See the 'Sponsorship Agreement' in the Additional Information and Terms Booklet for more information.

¹ Please refer to 'Important information on restricted assets and features' in the 'What can you do with Wrap?' section of this Investor Guide for more information.

Benefits and features

Unlisted investments (other than managed funds)

Unlisted investments may be offered at the discretion of the Administrator. Such investments may have fixed investment terms and may not be diversified. Unlisted investments may be illiquid which means there may be times when you are not able to sell your investment.

Your adviser will inform you if you can access such investments and can provide you with the relevant disclosure documents.

Term deposits

A variety of term deposits, offering competitive rates and a wide selection of terms, are available through Wrap. You should carefully read the relevant disclosure documents available online at investorwrap.com.au before deciding to invest in term deposits.

Insurance

A comprehensive range of insurance benefits to protect you and your family from the financial consequences of illness, injury, medical trauma and death are available through Wrap. Speak to your adviser about your insurance needs and read the relevant PDS.

Investment selection policy

The Investment selection policy applies to all investments offered through Wrap and does not constrain investments to only those issued by or associated with Westpac or its subsidiaries.

The Administrator decides whether to add, remove or restrict investments that are available through Wrap, and takes into account considerations such as whether the investment is manageable through its existing technology and administrative processes. The Administrator reviews and monitors the available investments periodically to make sure they continue to comply with our investment selection policy.

Only 'Investment Grade'¹ term deposits issued by an authorised deposit-taking institution (with a banking licence) may be approved for addition to Wrap. While the Administrator's investment policy does not constrain term deposits to those issued by or associated with Westpac or its subsidiaries, currently only term deposits issued by Westpac are offered.

In selecting the managed funds available through Wrap, we will generally assess whether there is sufficient demand for the particular managed funds and take into account things such as research house ratings, liquidity and cash flow management, gearing, diversification, costs and tax, asset allocation, track record, governance structure, underlying funds under administration and the ability of the fund to meet administration and service level requirements. We may change the investments available to you. To view the investments available to you, speak to your adviser or contact us.

Generally, ASX listed securities will automatically be made available for investment via Wrap. If a security is de-listed from the ASX, it will automatically be made unavailable via Wrap. Some particular ASX listed securities, for example warrants, are not available for investment through Wrap. Please refer to 'Important information on restricted assets and features' in the 'What can you do with Wrap?' section of this Investor Guide for more information.

Members of the Westpac Group, including the Administrator, participate as financial institutions or product issuers in both domestic and international markets. As a result, perceived and actual conflicts of interest may arise when we consider and assess the investments made available through Wrap. To manage any perceived or actual conflicts of interest, all investments available through Wrap are subject to the same investment selection criteria applying to investments in the same class regardless of whether they are issued by a member of the Westpac Group or an unrelated party. Furthermore, the Administrator has policies in place that govern how it manages conflicts and these policies apply to the investment selection process.

For further information on the investments and transactions you can make through Wrap, refer to the 'Features of your investments' section of the Additional Information and Terms Booklet.

2. Receive consolidated reporting and access your Wrap account information 24/7

Reporting

You and your adviser will receive quarterly and annual consolidated reporting summarising your Wrap account activity, as well as a consolidated tax report soon after the end of the financial year.

Your quarterly and annual statement information can be provided to your accountant in electronic form making it easier and more efficient for your accountant to access and use the information.

Online platform

Information on your Wrap account is also available 24 hours a day, 7 days a week by visiting investorwrap.com.au. You can view your account balance, investment holdings and transactions.

eStatements

All statements, as well as additional guides and inserts, are available in the one convenient location online at investorwrap.com.au.

If you provide your email address when completing the Investor Registration Form, there's no need to wait for statements to arrive in the mail. Instead you will receive notification via email as soon as they are available online.

¹ As at the date of this document, an Investment Grade rating is equivalent to an S&P rating of BBB or above, a Moody's rating of Baa3 or above and a Fitch rating of BBB or above.

3. Manage your Wrap account easily and efficiently

Use the Cash Account for all Wrap transactions

When you join Wrap, a Cash Account is automatically established for you and acts as the main transaction account inside Wrap. The Cash Account is used to settle your managed fund, term deposit, listed security and unlisted investment transactions. Interest will accrue daily on your money held in the Cash Account, and will be credited to your balance quarterly in arrears so your money is working for you even between investments. Interest on the Cash Account is calculated at a variable rate determined by the Administrator.

Transfer funds between your Cash Account and a nominated external bank account

Your Cash Account can be linked to an external bank account or credit union account for easy transfer of funds into and out of Wrap. You may authorise your adviser to transfer funds between your Cash Account and your linked bank account at any time. Deposits can also be made via BPAY and you can get access to a cheque and deposit book facility.

Set up regular transaction plans

Regular investment plan

You can make regular investments into managed funds from your Cash Account, and spread your purchase over a number of periods, which may help reduce the impact of market volatility on your Wrap account.

Please note that at the time of purchase of a managed fund under a regular investment plan, you may not have received the current disclosure document for that fund. However, you can request a copy from the fund manager or your adviser.

Regular deposit plan and regular withdrawal plan

You can deposit funds regularly from your nominated external bank account into your Cash Account and transfer funds regularly from your Cash Account to your nominated external bank account.

Access to your funds

You can access your funds through a one-off withdrawal, as you require, with funds generally available within 24–48 hours.

Give us instructions relating to your portfolio

You can give us instructions relating to your portfolio through your adviser. For example, this includes all instructions to buy, sell or switch between investments. You can also appoint a representative to give us directions on your behalf without first seeking your instructions.

4. Personally tailor your portfolio with a flexible platform

Change the mix of your investment portfolio

Through your adviser you can switch between investments or add new investments to your portfolio.

Reinvest your distributions

You have the option to either reinvest your distributions from all or a selection of your managed funds (where permitted by the managed fund) or deposit them into your Cash Account.

Please note that at the time your income is reinvested, you may not have received the current disclosure document for that fund. However, you can request a copy from the fund manager or your adviser.

Keep your investments aligned to your strategy

The Preferred Portfolio facility and the Portfolio Service facility allow you and your adviser to establish and maintain a pre-determined investment strategy through the rebalancing of your portfolio back to your desired settings. These facilities enable all or part of your Wrap account to remain tailored to your investment needs. See the 'Benefits and features' section of the Additional Information and Terms Booklet for more information.

Monitor and control your tax outcomes

You and your adviser can view the tax consequences of investment decisions and adapt the appropriate tax method for your Wrap account depending on your overall circumstances. Speak to your adviser to find out how you can optimise your tax position.

Take advantage of Wrap with your self-managed super funds (SMSFs)

SMSFs benefit from the control and simplified administration that consolidated reporting provides. In particular, you may benefit from reduced accounting costs because of the reduced time and effort required to collect relevant information about your investments for tax and other purposes.

Benefits and features

5. Easily transfer existing investments into your Wrap account

If you have existing investments, you can take advantage of the benefits of a single platform and consolidated reporting by transferring your investments into Wrap (your adviser can tell you if your assets are available through Wrap and can be transferred into your account).

You may not realise any capital gains or incur stamp duty when you transfer (although some nominal duty may apply). You should seek professional advice on the taxation and stamp duty implications of transferring investments into Wrap.

6. Important information on restricted assets and features

It is important to note that the following investments and features are not available through Wrap:

- listed securities:
 - warrants
 - exchange traded options
 - listed treasury bonds
 - ordinary shares – employee preference shares
 - derivatives (index, interest rates, grains or energy)
- Capital Protection
- margin lending.

Under the terms of your Wrap contract with the Administrator, if you do acquire these investments we will take certain action in accordance with your standing instruction that you agree not to vary. When you apply, you give us a standing instruction to act on your behalf (without obtaining further instructions from you or your adviser) to sell down any of your holdings in the listed securities specified above, sell down any of your holdings in the BT Capital Protection Fund and, in the case of margin lending, arrange for your margin lending facility to be terminated. We do not accept any responsibility or liability for any movement in asset prices or costs as they relate to us acting on your standing instruction.

See clauses 5 and 6 of the 'Terms and Conditions' section in the Additional Information and Terms Booklet for more information.

How is investing through Wrap different from investing directly?

Access to wholesale managed funds

Wrap gives you access to a wide range of wholesale managed funds, which generally have lower fees than the retail managed funds you would normally have access to as a direct retail investor.

Consolidated reporting

You will receive comprehensive consolidated reporting on your Wrap account rather than receiving reporting on a per investment basis.

Beneficial ownership of your investments

The Administrator will be the legal owner of your investments rather than you and will keep a record of your investments on your behalf. You will retain beneficial ownership of your units in managed funds, term deposits and listed securities held as custodial holdings. If you invested directly you would be the legal and beneficial owner of these holdings and acquire all rights attached to ownership.

Cooling-off rights

The Administrator is a wholesale investor so cooling-off rights will not apply. As the beneficial owner of the financial products, you will not be entitled to any cooling-off rights. These rights are usually only available to direct retail investors under S1019B of the *Corporations Act 2001 (Cth)*.

Communications from product issuers and share registries

Because the Administrator holds managed fund units, term deposits and listed securities (held as custodial holdings) on your behalf, you will not normally receive communications from the product issuers, such as annual or other reports, notices of meetings, or notification of changes in investment policies and fees, that you otherwise would have received if you invested directly. However, you can obtain this information by providing the Administrator with instructions specifying the information you require.

Voting rights

The Administrator (as the legal owner of your investments, other than sponsored holdings) will not vote on company or scheme resolutions, exercise any right or participate in any investor schemes, proposals or corporate actions (such as bonus issues, rights issues, takeovers or restructures) that affect your investments, unless the Administrator asks for and receives instructions from you or your adviser. If the Administrator does ask for and receive instructions from you about exercising these rights, it will generally act in accordance with your instructions. These rights can only be exercised directly by the legal owner of the investments. The Administrator's voting policy contains more information about the Administrator's voting practices. You can obtain a copy free of charge by contacting Wrap Customer Relations on 1300 657 010.

When investing directly (including investing in listed securities through Wrap under the sponsored holding option) because you are the legal and beneficial owner of your investments, you will be able to exercise any voting rights yourself and to directly participate in any investor schemes, proposals or corporate actions affecting your investments. You can also attend shareholder meetings and participate in any loyalty programs.

Benefits and features

Withdrawal rights

Unlike investing directly where withdrawal rights under the Corporations Act will usually be available to you (as a retail client) and may be exercised by you when a PDS or disclosure document is found to be defective or a disclosure condition in it is not met before the issue or sale of the investment applied for, these rights may not be available to you if you invest through Wrap. This means that the issuer of the investment may not be required to return the investment or provide you with other options such as notification of an option to withdraw in accordance with the Corporations Act.

Where practicable, the Administrator will notify your adviser of any option to withdraw and provide them with any accompanying disclosure (including supplementary or replacement disclosure) as soon as possible. It will also generally act on any instructions received as to how to exercise the withdrawal option.

Any withdrawal rights that may be available may also be affected where you invest through Wrap rather than directly and a redemption is offered on a scaled-back basis, for example, where the investment is 'illiquid'. This may result in you receiving a lesser amount where your investment through Wrap is pooled with that of other Wrap investors and, for example, the distribution of the scaled-back amount differentiates between different investment amounts.

Restricted assets and features on Wrap

Certain listed securities and features are not available through Wrap. If you were investing directly you may be able to access these listed securities and features (such as margin lending) that are not available through Wrap. Please refer to 'Important information on restricted assets and features' in the 'What can you do with Wrap?' section of this Investor Guide for more information.

What are the risks?

Wrap offers a wide range of investments to meet different risk and return expectations. You must first take into account the risks of various investments and any operational risk associated with Wrap to assess whether the potential returns justify those risks.

Your adviser will be able to help you assess your risk tolerance and ensure your investment objectives and goals are considered.

There are a range of factors beyond the control of investors that may affect investment returns, such as:

Market risk

Markets are affected by a host of factors including economic and regulatory conditions, market sentiment, political events and environmental and technology issues. These could have a negative impact on returns of all investments in that market. This may also affect investments differently at various times.

Currency risk

If an investment is held in international assets, a rise in the Australian dollar relative to the other currencies may negatively impact investment value or returns.

Interest rate risk

Changes in interest rates can have a negative impact either directly or indirectly on investment value or returns of all types of assets.

Security specific risk

An investment in a listed entity or a managed fund having exposure to a listed entity may be affected by unexpected changes in that listed entity's operations (due to quality of management, use of technology, etc) or its business environment. Similarly an investment in a managed fund may be affected by unexpected changes in the fund's operations or by changes in investment management (or other) personnel.

If you invest in term deposits, there is a risk that you will be unable to access your investment prior to the maturity date. It is usually possible to break a term deposit; however, you should consider the relevant term deposit offer document for details of any restrictions, delays or break fees that apply.

Taxation risk

You should also be aware that any investment decision you make will have tax consequences and may also have social security and stamp duty consequences. The impact depends on your individual circumstances, and you are responsible for all such consequences when dealing with your assets.

Generally, each financial year you are liable to pay tax on any capital gains arising upon disposal of your investments, interest, distributions, dividends or other income from your investments (even if reinvested). You may be entitled to some rebates or tax credits. You should seek appropriate advice before you transact in any assets using Wrap.

Operational risk

Wrap depends on the integrity of its administration and computer systems. However, there is a risk that these systems may not be available in certain circumstances. The Administrator takes risk management and security seriously, and it has procedures in place that are designed to reduce the risk of systems not working effectively and to respond promptly and effectively should problems arise. However, you should be aware that not all of these risks can be foreseen.

More information

Disclosure documents for managed funds and listed securities

Please see the PDS for each managed fund which will explain the risks and taxation treatment relevant for that investment. Your adviser will be able to provide you with this information. You can get more information on the risks of trading in listed securities from your adviser or from the ASX website www.asx.com.au.

Derivative products

Some of the investment options available through Wrap could be considered to be derivative instruments or may make use of derivatives. Derivatives (which may be used to reduce risks and buy investments more effectively) may be volatile, magnify potential losses and reduce potential profits. Also, the usage of derivatives may be speculative.

Risks associated with derivatives include: the risk that changes to the value of a derivative is not in line with changes to the value of the underlying asset, the risk that the management of the assets backing a derivative is not adequate to meet the payment obligations of the derivative and counterparty risk (the risk that the counterparty to the derivative contract cannot meet its obligations under the derivative contract). You should discuss these risks with a financial adviser.

Online trading

You should be aware that, by trading through the online broker available in Wrap, you may not receive certain information which you would have received if you had traded directly through a broker.

GST

For information on GST and how it may affect your Wrap account, please refer to the 'Additional information on tax' section of the Additional Information and Terms Booklet.

Fees and costs

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long term returns.

For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30 year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance or the provision of better investor services justify higher fees and costs.

You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the fund or your financial adviser.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** website (www.moneysmart.gov.au) has a managed funds fee calculator to help you check out different fee options.

The total fees and costs you pay will include the cost of accessing Wrap, the costs of any investments you choose, as well as any transaction and account costs incurred.

Except where otherwise stated, all fees in this Investor Guide are expressed as inclusive of GST and are net of any RITCs that may be claimed.

It is important to understand the fees of any investments you choose. These fees will be charged in addition to the fees for accessing Wrap and any transaction and account costs. Fees and costs for each available investment are generally set out in the PDS or other disclosure documents for that investment, which are available from your adviser. This document shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the assets of your account. Information on taxes is set out in the 'Additional information on tax' section of the Additional Information and Terms Booklet. Insurance fees and other costs relating to insurance are set out in the 'Additional information on fees' section of the Additional Information and Terms Booklet and the BT Protection Plans PDS.

You should read all the information about fees and costs because it is important to understand their impact on your investments.

Type of fee or cost	Amount	How and when paid
Fees when your money moves in or out of your account		
Establishment fee The fee to open your investment	Nil	Not applicable
Contribution fee The fee on each amount contributed to your investment	Nil	Not applicable
Withdrawal fee The fee on each amount you take out of your investment	Nil	Not applicable
Exit fee The fee to close your investment	Nil	Not applicable

Fees and costs

Type of fee or cost	Amount	How and when paid						
Management costs								
The fees and costs for managing your investment								
Management costs have the following components:								
Account keeping fee (fixed amount)	\$540 pa calculated on a daily basis.	The Account keeping fee (fixed amount) is deducted from your Cash Account on a monthly basis (or on closure of your Wrap account) in arrears.						
Account keeping fee (tiered amount)	<p>The Account keeping fee (tiered amount) is tiered, which means that a separate fee percentage applies to each tier of your account balance and the percentage reduces for higher balances.</p> <table border="1"> <thead> <tr> <th>Account balance</th> <th>Fee rate</th> </tr> </thead> <tbody> <tr> <td>\$0 – \$1,000,000</td> <td>0.15% pa</td> </tr> <tr> <td>Balance over \$1,000,000</td> <td>Nil</td> </tr> </tbody> </table> <p>The Account keeping fee (tiered amount) is calculated on the average of your opening and closing account balance¹ for the month (or part of a month where you exit Wrap) and includes the amount held in your Cash Account.</p>	Account balance	Fee rate	\$0 – \$1,000,000	0.15% pa	Balance over \$1,000,000	Nil	The Account keeping fee (tiered amount) is deducted from your Cash Account on a monthly basis (or on closure of your Wrap account) in arrears.
Account balance	Fee rate							
\$0 – \$1,000,000	0.15% pa							
Balance over \$1,000,000	Nil							
Indirect costs	<p>Cash Account fee</p> <p>The Cash Account fee is payable to the Administrator for the administration of your Cash Account.</p> <p>The Cash Account fee is the difference between:</p> <ol style="list-style-type: none"> the interest rate earned by the Administrator on the underlying bank accounts it maintains at Westpac in which the cash that constitutes your Cash Account is deposited and the interest rate the Administrator declares for your Cash Account and which is payable to you. <p>The rate of interest declared by the Administrator will not be lower than the average of the four major Australian Banks for comparable transaction accounts (if available) with balances of \$10,000².</p> <p>The Cash Account fee accrues daily.</p> <p>The Cash Account fee is estimated to be 2.13% pa, but may vary from time to time. This estimate is based on the average fee for the financial year ended 30 June 2018.</p>	<p>The Cash Account fee is charged before interest is credited to your Cash Account at the end of each quarter in arrears.</p> <p>The Cash Account fee is not separately deducted from your Cash Account. It is paid as an expense out of the underlying bank accounts (including term deposits) the Administrator maintains with Westpac.</p>						

¹ Nil balances in the month of exit are excluded for the purposes of this calculation. Account balances used in this calculation are based on the latest available prices at the time of calculation.

² You can contact your adviser or Wrap Customer Relations to confirm the current interest rate declared by the Administrator.

Type of fee or cost	Amount	How and when paid
Management costs (continued)		
The fees and costs for managing your investment		
Management costs have the following components:		
Expense recovery	<p>Up to \$80 pa. The exact amount deducted from your account will be confirmed in your Annual Statement.</p> <p>The Administrator has discretion in deciding whether to pass on to investors all or a portion of the actual expenses properly incurred in each financial year by the Administrator.</p> <p>The Administrator intends to exercise its right to recover expenses in respect of costs that relate to your Wrap account which include government levies and complying with legislative requirements.</p>	<p>Calculated based on the expenses incurred and deducted from your Cash Account at the time the expense is applied.</p> <p>Expense recovery is payable to the Administrator only and will not be passed on to the Distributor, your adviser or your adviser's dealer group.</p>
Custodial holdings option fee	\$300 pa	Payable to the Administrator if you select the custodial holdings option for investing in listed securities on the relevant form. This fee is deducted monthly in arrears from your Cash Account as part of the Account keeping fee.
Service fees¹		
Switching fee	Nil	Not applicable

¹ There are other service fees that may apply, refer to 'Additional explanation of fees and costs' in this section for more information.

Fees and costs

Example of annual fees and costs for a balanced investment option or other investment option

This table gives an example of how the fees and costs for accessing a balanced investment option or other investment option for this product can affect your investment over a one year period. You should use this table to compare this product with other platform managed investment products.

Example – a balanced investment option or other investment option		Balance of \$50,000 ¹ with a contribution of \$5,000 ¹ during the year
Contribution fees	Nil	For every additional \$5,000 you put in, you will be charged \$0.
PLUS Management Costs	1.51% ²	And , for every \$50,000 you have in the investment option you will be charged \$752 each year.
EQUALS Cost of Wrap		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of: \$752³ What it costs you will depend on the investment option you choose and the fees you negotiate with your adviser.

This example is illustrative only and fees and costs may vary for your actual investment. The above example only shows the fees and costs that relate to accessing investments through Wrap and not the fees and costs of the underlying investments. Additional costs will be charged by the issuers of those underlying investments that you decide to invest in. Please refer to the example below which illustrates the combined effect of fees and costs.

Example of total costs

This table illustrates the combined effect of fees and costs of Wrap and the fees and costs for an investment in the Advance Balanced Multi-Blend Fund through Wrap over a one year period, based on the same assumptions as the 'Example of annual fees and costs for a balanced investment option or other investment option' set out in the previous section.

Example – Advance Balanced Multi-Blend Fund		Balance of \$50,000 ⁴ with a contribution of \$5,000 ⁴ during the year
Cost of Wrap		\$752 ⁵
PLUS Fees and costs for an investment in the Advance Balanced Multi-Blend Fund	0.9% ⁶	And , for every \$50,000 you have in Advance Balanced Multi-Blend Fund you will be charged \$450 each year.
EQUALS Total cost of investing in Advance Balanced Multi-Blend Fund through Wrap		If you had an investment of \$50,000 at the beginning of the year and you put in additional \$5,000 during that year, you would be charged fees of: \$1,202³ What it costs you will depend on the investment option you choose and the fees you negotiate with your adviser.

This example is illustrative only and fees and costs may vary for your actual investment. For information regarding the fees and costs of each underlying investment, please refer to the Managed Investment Fees and Costs List or the relevant Product Disclosure Statement (PDS) or other disclosure document for each investment available from your Adviser.

- 1 The first example above assumes that \$50,000 (with an additional \$2,500 held in the Cash Account) is invested for the entire year, the value of the investment is constant over the year and that the additional \$5,000 is invested at the end of the year.
- 2 The first example above is based on the management costs for Wrap, assuming all investments are in the Advance Balanced Multi-Blend Fund with an additional \$2,500 retained in the Cash Account (please refer to the 'Benefits and features' section to confirm the minimum amount required to be held in your Cash Account). Management costs include the Account keeping fee, Cash Account fee and Expense recovery and do not include transaction fees, the custodial holdings option fee or the portfolio facility fee. They also do not take into account costs incurred for investments that may be accessed through Wrap, such as management fees and indirect costs relating to underlying managed investments. If you hold \$2,500 in your Cash Account throughout the year and the Cash Account fee rate is 2.13% pa, then the Cash Account fee will be \$53.25 pa.
- 3 Additional fees may apply. Refer to 'Additional explanation of fees and costs' for more information.
- 4 The second example above assumes that \$50,000 (with an additional \$2,500 held in the Cash Account) is invested in the Advance Balanced Multi-Blend Fund through Wrap for the entire year, the value of the investment is constant over the year and that the additional \$5,000 is invested at the end of the year.
- 5 Please refer to 'Example of annual fees and costs for a balanced investment option or other investment option' for information regarding this amount and applicable assumptions.
- 6 This amount includes management fees and indirect costs, which may include performance-related fees and other indirect costs (as applicable) in relation to the Advance Balanced Multi-Blend Fund. The indirect costs are an estimate based on the fees and costs for the Advance Balanced Multi-Blend Fund in relation to the financial year ended 30 June 2018. For more information regarding the fees and costs applicable to underlying investment options, please refer to 'Fees and costs of underlying investments' in the 'Additional explanation of fees and costs' section.

Additional explanation of fees and costs

Type of fee or cost	Amount	How and when paid
Transaction fee	Nil	Not applicable
Portfolio facility fee	\$242.50 pa	Payable to the Administrator if your account is linked to the Preferred Portfolio facility or Portfolio Service facility. The annual fee will be deducted monthly in arrears as part of your Account keeping fee. If you exit these facilities you will continue to be charged the balance of the full annual fee for the current year until the end of the 12 month period.
Brokerage fee	If you acquire or sell listed securities using the default broker, brokerage will be charged at the rate of 0.10% of the value of the transaction with a minimum charge of \$39 per trade. However, for trades placed via the Portfolio Service facility, a minimum charge of \$19.95 per trade applies.	Brokerage is deducted from your balance in your Cash Account at the time the transaction is settled. If you use an external broker they will negotiate a fee directly with you. This fee will be reflected in the acquisition or disposal cost and will be deducted from your Cash Account at the time of settlement.

For more information on insurance premiums and tax, refer to the 'Additional information on fees' and the 'Additional information on tax' sections of the Additional Information and Terms Booklet.

Fees and costs

Fees and costs of underlying investments

The managed funds and exchange traded funds (managed investments) offered through Wrap are managed and operated by fund managers that charge fees and other costs for the management and administration of these managed investments. The investment returns for each managed investment are net of fees and other costs. That is, the fees and other costs are deducted from the value of the managed investment before the unit price is calculated.

Some of the underlying fund managers may be entitled to performance fees in addition to the management fees they receive. The method for calculating these performance fees varies between managed investments and details of the method are generally set out in the PDS or other disclosure document(s) for the relevant managed investments. If charged, typical performance fees for an underlying managed investment are estimated to be between 15% and 30% of the investment's out-performance of a defined benchmark, but actual performance fees may fall outside this range.

In addition to the ongoing fees and other costs for the managed investments, some fund managers charge contribution and withdrawal fees. These may be charged either:

- as an amount added (or subtracted) as part of the entry (or exit) price, when you acquire (or dispose of) an investment (depending on whether a contribution or withdrawal fee is being charged) or
- by deducting an amount from your account balance, when you acquire (or dispose of) your investment.

The amount of these fees varies between fund managers.

For further information regarding the fees and other costs for each managed investment, refer to the Managed Investments Fees and Costs List and the PDS or other disclosure document(s) for these managed investments. The fees and other costs for each managed investment may vary from time to time. The fees and other costs disclosed in this document or provided in the Managed Investments Fees and Costs List are provided by external investment research providers or the relevant product issuers and are not verified by the Trustee. The method of calculation of the fees and other costs is not uniform and varies between managed investments. This should be considered when comparing investment options.

Indirect costs

Indirect costs are an estimate of the costs incurred in managing an underlying managed investment's assets which directly or indirectly reduce the return on the investment. These costs are not directly charged or retained by the issuer (or manager) of the managed investment. They are reflected in the unit price of the relevant managed investment and are an additional cost to you. Indirect costs for a managed investment may comprise of its expense recoveries, performance-related fees and other indirect costs. Please refer to the disclosure document for the relevant managed investment for further information regarding indirect costs that may apply.

Buy/sell spread

When buying and selling units in unlisted managed funds, the fund manager is generally entitled to charge the unit holder an amount representing a contribution to the cost of purchasing or selling the underlying assets. These costs include things like brokerage and stamp duty.

The charge is usually reflected in the difference between the entry price and exit price of a unit and is commonly referred to as the buy/sell spread. The buy/sell spread is charged by the fund manager and is applied before the unit price is provided to us. The buy/sell spread has two components:

- an amount added as part of the calculation of the entry price, payable when you acquire an investment and
- an amount subtracted as part of the calculation of the exit price, payable when you dispose of your investment.

For example, if you invest \$50,000 in the Advance Balanced Multi-Blend Fund at the buy/sell spread of 0.2%, you will generally incur this cost, being \$100, at the time you invest.

The buy/sell spread is an additional cost to you. Generally the buy/sell spread is retained by the relevant managed fund and applied to cover transaction costs; it is not a fee paid to the fund manager. Further information regarding the amount of buy/sell spread for each managed fund is provided in the PDS or other disclosure document(s) for the relevant managed fund. These may be obtained on request and free of charge from your adviser.

When carrying out a managed fund transaction, the Administrator may offset your instructions to buy or sell assets against another investor's instructions to sell or buy those assets so that only net transactions are acted on. This process is known as 'netting'. The Administrator may retain any benefit that may be secured from netting. These include the fees and charges that would have applied had the transaction been processed without netting.

Other transactional and operational costs

Where transactional and operational costs arise from trading activity to execute the investment strategy for an underlying managed investment, and are not the result of buying or selling units in the managed investment, these costs are not recouped by the relevant managed investment (eg by the buy/sell spread in the case of a managed fund). They are an additional cost to you at the time of the managed investment directly or indirectly undertaking the trading activity, and are included in the managed investment's unit price.

Further information regarding the amount of the transactional and operational costs for each managed investment available through Wrap is provided in the PDS or other disclosure document(s) for the relevant managed investment, which may be obtained on request and free of charge from your adviser.

What will happen if you no longer have an authorised adviser?

Wrap is designed to be used by you together with your adviser. For that reason, you will need to have a relationship with an authorised adviser to optimise account features and fee structures. If the relationship ends and you choose not to appoint a substitute adviser within 30 days, you must notify us by completing the Advice Relationship Opt-out Form. This will assist in managing your adviser remuneration arrangements and determining who can access your account.

In some cases your adviser may notify us that they no longer provide advice or other related services to you. It is important that you understand the consequences of ceasing to have a relationship with an authorised adviser, as set out below.

At least 30 days after we either process the Advice Relationship Opt-out Form or alternatively, notify you that the relevant relationship has ended, the following changes will be made to your accounts.

- You will need to manage your account directly.
- You will have the ability to place transactions online via investorwrap.com.au.
- The name and branding of your account may change (including on any communications which you will receive from us directly). However, other account details will remain the same.
- Your fees will change (and may increase) to the fees and costs set out in the disclosure documents for a relevant self-directed Wrap product, which we will provide.
- The Portfolio Service facility will no longer be available to you.

To request a policy document, free of charge, that outlines what will happen to investors who no longer have an authorised adviser, please call Wrap Customer Relations on 1300 657 010. We may amend this policy from time to time.

Fees and costs

Fees payable for advice and services provided to you

The adviser fees described in the following table are only payable if you agree the amount of the fee with your adviser and direct us to pay them.

You must specify the amount of these fees agreed with your adviser on the relevant form. By specifying the amount of these fees in the form, and signing the form, you direct us to pay these fees to your adviser and/or your adviser's dealer group.

The amounts you specify will be GST inclusive. Fees payable for advice and services provided to you are an additional cost to you.

Type of fee or cost	Amount	How and when paid
The fees you pay for advice		
Adviser contribution fee¹ A fee that you may direct us to pay for financial product advice and related services provided to you by your adviser in respect of the initial investment you make into Wrap as well as subsequent investments and deposits made under a regular deposit plan.	You can negotiate the amount of this fee (as a dollar or percentage amount) with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	Where Adviser contribution fees are specified on the relevant form as either a dollar or percentage amount, you direct us to calculate and deduct these fees from the balance in your Cash Account at the time of each investment or as otherwise directed by you in the relevant form. If a percentage Adviser contribution fee is specified in relation to your initial investment, this percentage will be deducted from all deposits (excluding asset transfers and deposits under a regular deposit plan) received within three months of the establishment of your account, unless you instruct the Administrator otherwise.
Ongoing adviser fee A fee that you may direct us to pay in relation to ongoing advice (and related services) your adviser provides in relation to your Wrap account.	You can negotiate the amount of this fee (as a dollar or percentage amount) with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser. If an Ongoing adviser fee is specified on the relevant form as a percentage, you direct us to calculate this fee on the average of your opening and closing account balance ² for each month (or part of the month where you exit Wrap). If an Ongoing adviser fee is specified on the relevant form as a dollar amount, you direct us to calculate this fee on a full month basis (or part of a month where you exit Wrap).	You direct us to deduct the Ongoing adviser fee from your Cash Account on a monthly basis (or on closure of your Wrap account) in arrears and to continue to pay this fee until you direct us to cease paying it.
One-off advice fee A fee that you may direct us to pay in relation to the financial product advice and related services provided to you by your adviser.	You can negotiate the dollar amount of this fee with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	If you and your adviser have agreed to this fee and you direct us to deduct it from your Cash Account under the One-off Advice Fee Form, the One-off advice fee will be deducted from your Cash Account at the time the request is processed by the Administrator. This fee may be charged multiple times per year as agreed with your adviser.
Managed fund transaction fee A fee that you may direct us to pay in relation to the financial product advice and related services provided to you by your adviser for investing in managed funds on your behalf.	You can negotiate the amount of this fee (as a dollar or percentage amount) with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	You direct us to deduct this fee from your Cash Account at the time the request is processed by the Administrator.

¹ The Adviser contribution fee may also be referred to as an 'Adviser initial establishment fee', 'Additional deposit fee', or 'Regular savings fee' for reporting purposes.

² Nil balances in the month of exit are excluded for the purposes of this calculation.

Incidental fees

If you acquire or sell listed securities and your trade cannot settle, any dishonour fee charged by your broker, and any other costs associated with the failed trade that are passed onto the Administrator will be deducted from your Cash Account. These fees are deducted at the same time the trade fails to settle, or at the time they are passed onto the Administrator.

Fee allocations and platform payments

The Administrator may pay to the Distributor and/or, in limited circumstances, to the extent permitted by law, to your adviser's dealer group, up to 100% of the fees and other payments (other than Expense recovery) it receives, including the amounts referred to under 'Platform service fees and other payments' in the 'Additional information on fees' section of the Additional Information and Terms Booklet. The Administrator pays these amounts out of its own funds and they are not an additional cost to you.

Changes in fees and costs

The Administrator may change the amount of fees or introduce new fees. The Administrator will give you 30 days notice prior to any increases in fees or the introduction of new fees via a notice to your adviser or by updating the online internet service investorwrap.com.au.

Other fees and costs

All other fees and costs (such as Government fees, bank fees, stamp duty, fees for failed transactions and penalty interest) incurred as a result of a transaction, deposit or withdrawal, will be passed on to you.

Goods and Services Tax (GST)

Except where otherwise stated, all fees in this Investor Guide are expressed as inclusive of any GST and are net of any reduced input tax credits (RITCs), which may be claimed.

Third party payments

The Administrator and other members of the Westpac Group receive payments from third parties in connection with Wrap. Further information relating to these payments is set out in the 'Additional information on fees' section of the Additional Information and Terms Booklet.

Additional information

Your adviser or their dealer group may negotiate with us on your behalf for a reduction to the Account keeping fee. Any reduction to the Account keeping fee following negotiation by your adviser or their dealer group will cease to apply and will revert to the standard level on 30 days notice, or without notice should you cease to be advised by your adviser or their dealer group.

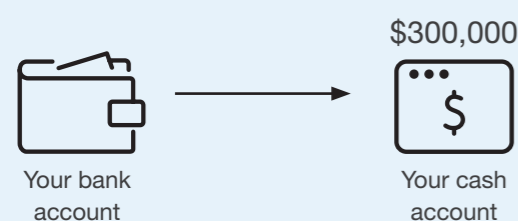
How do fees work?

Below is a hypothetical example of what fees you might incur over a two-year period. Please note that these fees are only representative. The fees will vary depending on the type and value of your investments held in Wrap, how often

you transact, your broker and the fees agreed between you and your adviser. Your adviser can show you an estimate of the cost to administer your Wrap account.

Making the initial investment

1. Transfer \$300,000 into your Cash Account



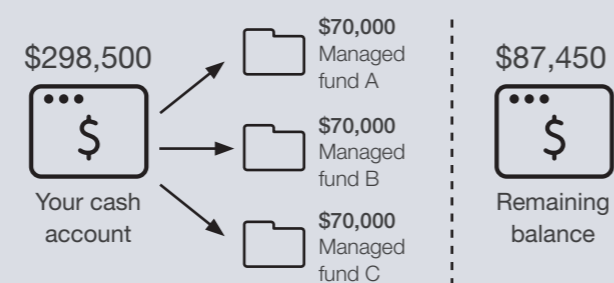
Once your adviser sets up your Wrap account, you transfer \$300,000 from your external bank account into your Cash Account. This is normally called an 'initial investment'. After deduction of the Adviser contribution fee, \$298,500 remains.

Moving your money into Wrap

Activity	Calculation	Fee amount
Adviser contribution fee – 0.5%	\$300,000 × 0.5%	\$1,500 (Applicable in Year 1 only)

Making investment choices

2. Invest in 3 managed fund holdings of \$70,000 each

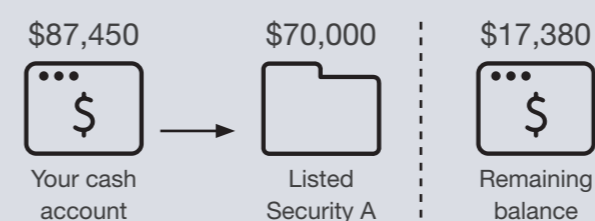


Your adviser establishes your Wrap investment portfolio by helping you invest in 3 managed fund holdings of \$70,000 each. After deduction of the Managed fund transaction fee, the remaining balance in the Cash Account is \$87,450.

Investing in managed funds

Activity	Calculation	Fee amount
Managed fund transaction fee – 0.5%	(3 × \$70,000) × 0.5%	\$1,050 (Applicable in Year 1 only)
Investment manager fee ¹ (assumed fee measure) – 0.9%	(3 × \$70,000) × 0.9%	\$1,890 pa

3. Purchase 1 listed security holding of \$70,000



Your adviser also helps you purchase one listed security holding of \$70,000 through the online broker, and you both decide to hold the shares under the sponsored holdings option. After deduction of Brokerage this leaves \$17,380 in your Cash Account.

Investing in listed securities

Activity	Calculation	Fee amount
Brokerage for online broker – 0.1%	\$70,000 × 0.1%	\$70 (Applicable in Year 1 only)

Managing your Wrap account²

4. Make no further transactions in Year 1 and 2

\$ Total fees

Year 1	Year 2
Total Wrap Costs \$3,456 = 1.15% of your account	Total Wrap Costs \$3,386 = 1.13% of your account
Advice related fees \$3,750 = 1.25% of your account	Advice related fees \$1,200 = 0.4% of your account

You make no further transactions on your account and the average value of your Wrap portfolio for the first and second year remains at \$300,000 which includes a Cash Account balance of \$20,000.

Managing your account and portfolio

Activity	Calculation	Fee amount
Ongoing adviser fee	\$300,000 × 0.4%	\$1,200 pa
Account keeping fee (fixed) amount		\$540 pa
Account keeping fee (tiered)	\$300,000 × 0.15%	\$450 pa
Cash Account fee (assumed average is 2.13% pa)	\$20,000 × 2.13%	\$426 pa
Expense recovery		\$80 pa

This example is not intended as an illustration of the cumulative effect of fees and costs on an investment through Wrap and does not account for the fees and costs of the investments that may be selected, including any indirect costs. Please refer to the 'Example of total costs' in the 'Fees and other costs' section for a worked example showing the combined effect of fees and costs for Wrap over a one year period.

¹ The Investment manager fee is included in the unit price and is not deducted from the Cash Account.

² For the purpose of this example, it is assumed that you do not have a Preferred Portfolio facility or Portfolio Service facility for your managed funds and that you have not selected the custodial holdings option for investing in listed securities. The example does not include any applicable buy/sell spread charges, Government or bank fees.

What are your rights?

Basic rights for investors

You have the right to:

1. Have Wrap explained to you in a language you can understand.
2. Have the Administrator perform the obligations it owes to you honestly and with reasonable care and diligence.
3. Receive on request, free of charge, the Available Managed Funds List which specifies the managed funds and term deposits that you can access through Wrap.
4. Receive from your adviser this Investor Guide and the disclosure documents (including all supplements to them) for each investment free of charge before you choose to invest in that investment.
5. Choose which investments to include in your portfolio, and how long to hold them (together with your adviser).
6. Have all your managed funds, cash, term deposits and listed securities held under the custodial holdings option, held on trust for you.
7. Expect that the Administrator will respond quickly and professionally to the instructions you give through your adviser to establish a Wrap account or to undertake transactions through your Wrap account.
8. Have access to helpful information and/or people who can help you answer any questions you may have about Wrap.
9. Have access to quarterly reporting (within one month of the quarter end), annual reporting (within three months of the financial year end) and up-to-date information on the status of your investments.
10. Elect to receive a copy of any communication that is required by law to be given to a direct holder about the managed funds or listed securities held under the custodial holdings option that form part of your investment portfolio.
11. Receive all the income generated from your investments, less agreed fees, costs, taxes and charges.
12. Have your privacy protected and have confidence about the way your personal information is being used.
13. Complain to an independent complaints resolution service if you feel you have a concern or issue that cannot be resolved by your adviser or the Administrator.
14. Be compensated where the Administrator breaches its obligation to perform agreed functions (and for this purpose the acts or omissions of any agent the Administrator has engaged are treated as if they were acts or omissions of the Administrator itself).

Addressing your concerns

How you can give feedback or lodge a complaint

If you have a concern or complaint about Wrap that you cannot resolve with your adviser, please call Wrap Customer Relations on 1300 657 010 from 8.00am to 6.30pm, Monday to Friday (Sydney time). If we are unable to resolve your concerns over the phone, we will refer the matter to our Complaints Officer. Alternatively, you can outline your complaint in writing to:

The Complaints Officer
Wrap Services
GPO Box 2337
Adelaide SA 5001.

The Complaints Officer will acknowledge receipt of your complaint, and will endeavour to resolve the situation within 45 days of receiving your letter.

If you have a concern or complaint about an investment acquired through Wrap, please contact us using the details above. We can help direct your complaint to, or otherwise facilitate a resolution with, the relevant product issuer. You will have access to the relevant product issuer's dispute resolution process as if you were a direct investor in the investment.

If you have a concern or complaint about your adviser or the financial product advice you have received, please approach the Australian financial services licensee for whom your adviser was acting.

What you should do if you don't receive a response or you're dissatisfied with the Administrator's response

If you are dissatisfied with the Administrator's response (or have not received a response within 45 days), you can contact the Financial Ombudsman Service (FOS) on:

— online: www.fos.org.au

— email: info@fos.org.au

— telephone: 1800 367 287

— postal address:
Financial Ombudsman Service Limited
GPO Box 3
Melbourne VIC 3001.

From 1 November 2018 a new dispute resolution body, the Australian Financial Complaints Authority (AFCA) will be replacing the FOS. For new complaints from 1 November 2018 please contact AFCA on:

- online: www.afca.org.au
- email: info@afca.org.au
- telephone: 1800 931 678
- postal address:
Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001.

FOS and AFCA are independent bodies set up to assist customers in the resolution of complaints relating to members of the financial services industry including life insurance and funds management companies.

Privacy Statement

Why we collect your personal information

We collect personal information from you so that we can provide you with products or services, and manage your products or services. We may also use your information to comply with legislative or regulatory requirements in any jurisdiction, prevent fraud, crime or other activity that may cause harm in relation to our products or services and to help us to run our business. If you do not provide all the information we request, we may no longer be able to provide a product or service to you.

How we collect your personal information

We may collect your information from many places including correspondence with you or your financial adviser, our telephone calls with you or you using our website or emailing us. We may also collect your information from other members of the Westpac Group or from a service provider engaged to do something for us or another member of the Westpac Group. Our service providers typically include custodians, investment administrators, information technology advisers, mail-houses, auditors, legal advisers and consultants.

Disclosing your personal information

We may disclose your personal information to the Distributor, any member of the Westpac Group, anyone we engage to do something on our behalf such as a service provider, other organisations that assist us with our business and any person who acts on your behalf in relation to your investment (such as your adviser).

We may disclose your personal information to an entity which is located outside Australia. Details of the countries where the overseas recipients are likely to be located are in the BT Privacy Policy. As a provider of financial services, we have obligations to disclose some personal information to government agencies and regulators in Australia, and in some cases offshore. We are not able to ensure that foreign government agencies or regulators will comply with Australian privacy laws, although they may have their own privacy laws. By using our products and services, you consent to these disclosures.

Other important information

We are required or authorised to collect personal information from you by certain laws. Details of these laws are in the BT Privacy Policy.

The BT Privacy Policy is available at bt.com.au or by calling 1300 657 010. It covers:

- how you can access the personal information we hold about you and ask for it to be corrected
- how you may complain about a breach of the Australian Privacy Principles, or a registered privacy code and how we will deal with your complaint and
- more detail on how we collect, hold, use and disclose your personal information.

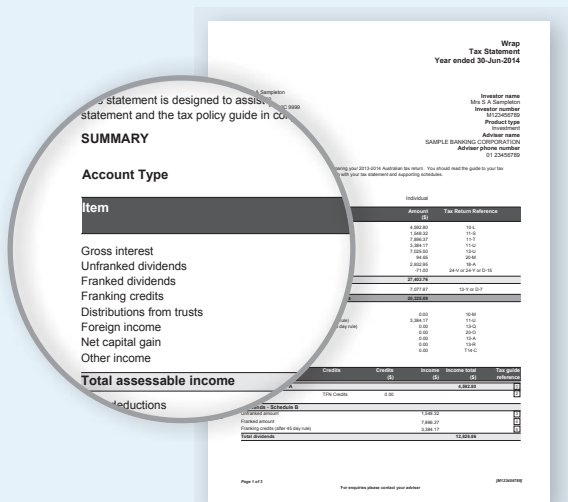
The BT Privacy Policy will be updated from time to time.

Where you have provided information about another individual, you must make them aware of that fact and the contents of this Privacy Statement.

How will we keep you informed?

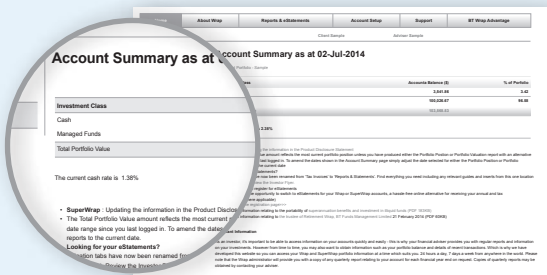
Wrap's range of convenient services helps to place the information you need at your fingertips.

You have access to:



Consolidated reports showing a holistic view of all your investments.

Comprehensive tax reporting.



A current view of your Wrap account balance, investment holdings and transactions.

The reports you will receive

Wrap provides you and your adviser with consolidated reports for your Wrap account on a quarterly basis and for your annual tax position after the end of the financial year. Your adviser always has online access to your reports, and you can also access various reports at investorwrap.com.au.

At the end of each quarter, the Administrator will provide you and your adviser with a report that summarises your portfolio valuation, transactions and income for the quarter. We will provide taxation information upon receipt of all necessary information from third parties.

How you can access this information

You can access information about your investments 24 hours a day, 7 days a week via our website. You can enquire about and view your Wrap account balance, investment holdings and transactions at investorwrap.com.au.

How can you contact us?

There are various ways you can contact us to give or receive information.

How to get access

- Internet investorwrap.com.au.
- Contact your adviser.

How you can change your details

If you need to change any of your personal details, such as your address or adviser fees and remuneration, you need to let the Administrator know in writing, by mailing these changes directly to:

Wrap Services
GPO Box 2337
Adelaide SA 5001.

What are the next steps?

Here's what you need to do to complete your application.

1

Read the Additional Information and Terms Booklet

You should read the Additional Information and Terms Booklet, which contains important information and the terms and conditions of the contract you may enter into with the Administrator if you apply for a Wrap account.

If you still have questions after reading this Investor Guide and the Additional Information and Terms Booklet, ask your adviser for more information.

2

Finalise your registration with your adviser

Your adviser can help you complete the Investor Registration Form and lodge it on your behalf. By signing the Investor Registration Form and the Administrator accepting your application, you enter into a contract with the Administrator. Please note, the Administrator is not obliged to accept your application. The terms of that contract are set out in:

- the Nominee Deed for Wrap (this document is available from the Administrator free of charge)
- the Investor Registration Form itself and
- the terms and conditions set out in the Additional Information and Terms Booklet.

Depending on the options you choose, you may also enter into a CHESSE Sponsorship Agreement and sign a direct debit request service agreement as part of the application process. The terms of the CHESSE Sponsorship Agreement are contained in the Additional Information and Terms Booklet.

3

Receive a Welcome Pack from the Wrap Administrator

Once your application is accepted and processed, your adviser may provide you with a Welcome Pack containing information about how to access your Wrap account. You will also receive a PIN and password to securely access your Wrap account.

4

Monitor the progress of your investments and talk to your adviser regularly

You can view your investment portfolio online, and you will also receive quarterly and annual consolidated reports and annual tax information.

You can also work with your adviser to shift money from one investment to another, move out of a particular investment or add a new investment to ensure you still have a well-balanced portfolio.

5

Review your overall strategy in light of any changing needs or life circumstances

As your life circumstances change or events arise, you should work with your adviser to review your overall investment strategy to make sure it remains appropriate to your financial objectives, situation and needs.

Additional information and terms

Please read the Additional Information and Terms Booklet for more detailed information on the features of Wrap and how to use it on our website investmentwrap.com.au/insignia.

See the Additional Information and Terms Booklet for more information about the following.

Managed funds, including how to reinvest your distributions	Refer to 'Managed funds' under 'Features of your investments' in the 'Benefits and Features' section.
Listed securities, including custodial and sponsored holdings options	Refer to 'Listed securities' under 'Features of your investments' in the 'Benefits and Features' section.
Unlisted investments (other than managed funds)	Refer to 'Unlisted investments (other than managed funds)' under 'Features of your investments' in the 'Benefits and Features' section.
Term Deposits	Refer to 'Terms Deposits' under 'Features of your investments' in the 'Benefits and Features' section.
The Cash Account	Refer to 'The Cash Account' in the 'Benefits and Features' section.
Transaction options, including regular transaction plans	Refer to 'Transaction options' in the 'Benefits and Features' section.
The Preferred Portfolio facility	Refer to 'Preferred Portfolio facility' under 'Transaction options' in the 'Benefits and Features' section.
The Portfolio Service facility	Refer to 'Portfolio Service facility' under 'Transaction options' in the 'Benefits and Features' section.
Transferring assets	Refer to 'Transferring assets' under 'Transaction options' in the 'Benefits and Features' section.
Nominating an Authorised Representative	Refer to 'Authorised representative' in the 'Benefits and features' section.
Fees and costs	Refer to the 'Additional information on fees' section.
Tax	Refer to the 'Additional information on tax' section.
Terms and conditions of Wrap	Refer to the 'Terms and Conditions' section.
When we may sell your investments without further instructions	Refer to 'Your specific instructions' and 'When we may sell your investments without further instructions' in the 'Terms and Conditions' section.
CHESS Sponsorship Agreement	Refer to the 'Sponsorship Agreement' section.



For more information

enquiry@investorwrap.com.au

1300 657 010

Insignia Wrap, GPO Box 2337 Adelaide SA 5001

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